

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Bou-Matic/Dairy Equipment

Wisconsin Manufacturing Extension Partnership

Bou-Matic Achieves Dramatic Results Through Systemic Continuous Improvement

Client Profile:

Bou-Matic is a global leader in the design, manufacture and supply of milking systems and dairy farm equipment including milking parlors, herd management systems, milk cooling systems, dairy hygiene chemicals, udder healthcare products, hoof care products, dairy supplies, and dairy equipment spare parts. Bou-Matic is the largest privately-held company in the industry and is widely recognized for its integration of technology in product innovation. Bou-Matic has dairy equipment and supply sales in over 40 countries, and employs over 400 people worldwide, with corporate offices in Madison, Wisconsin and Remicourt, Belgium. The company's facility in Madison, WI employs 350 people.

Situation:

Bou-Matic's Lean journey began with the Wisconsin Manufacturing Extension Partnership (WMEP), a NIST MEP network affiliate, in 2006 with an initial Value Stream Mapping (VSM) project. This early assistance from WMEP brought cost improvements and inventory reductions. After the success of the VSM, Bou-Matic wanted to pursue a Lean transformation. The tools of Lean were well-understood at Bou-Matic, but the will to fully leverage them, along with the choices of where to apply them, were missing elements in the equation. The company had achieved notable short-term successes but wanted now to commit toward long-term, sustainable practices. To accomplish this, Bou-Matic teamed up again with WMEP to drive full alignment with business goals and objectives by focusing on lower and middle levels of the company.

Solution:

WMEP developed an internal gap analysis to show what Bou-Matic was still missing. WMEP helped to develop a strong core Lean Leadership Team determine the right metrics to gauge future progress and to drive project success throughout the company. Across a series of staged projects, WMEP provided assistance in continuous improvement for job shops and implementation of a Lean culture. Workshops in VSM, visual workshops, total productive maintenance, and coaching for Lean Certification were conducted. Through these efforts, Bou-Matic is more competitive and better positioned to respond to improved future business conditions.

Results:

- * Increased sales by \$18 million.
- * Realized \$1.3 million in cost savings.
- * Created 68 new jobs.

Testimonial:

"The Wisconsin Manufacturing Extension Partnership is an excellent tool to keep your business focused on continuous improvement."

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Roger Jackson, Manager of Engineering, Quality and Products